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TOWN AND COUNTRY HOUSE PAINTING



— HARRISON BROS. & CO —

TOWN AND COUNTRY
HOUSE PAINTING

CONTAINING

HINTS ON PAINTING

AND

OTHER USEFUL INFORMATION.

SEE NOTE ON COVER CONCERNING

Thirty-five Colored Illustrations

SHOWING

THE EFFECT OF VARIOUS COMBINATIONS OF COLORS ON HOUSES, COTTAGES AND VILLAS OF DIFFERENT DESIGNS OF ARCHITECTURE.

PUBLISHED AND PRINTED BY

HARRISON BROS. & CO.,

PHILADELPHIA AND NEW YORK.

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This illustration is an example of well balanced painting in the bright colors of "Town and Country" Paints. The lower story may be 168 or 169; the second story 145; the gable peaks 67; the cornices and light colored trimmings 60 and 67; and the dark trimmings and roof 595.

TOWN AND COUNTRY

HOUSE PAINTING.

INTRODUCTION.

ONE of the most marked and hopeful features of our day, as showing increased refinement, is the tendency displayed toward a more cultivated taste in coloring and design. There is a desire apparent everywhere, growing with, and from, the advancing tendency of the age, to shake off the bonds of custom, and depart from the beaten tracks of bad taste or disfigurement, which, in matters of decoration, have so long held supreme control. We may laugh at the eccentricities of the so-called "Æsthetes;" but, after all, they have served, and are serving, a useful purpose in calling attention to questions of color and harmony and exciting discussion: their oddities are for a day and will die with, if not before, them; but the germs of thought they plant will grow and live after them. Extremes will cure themselves, and moderation come, refined, from the crucible of time. The yearning for the beautiful, the longing for harmony and gratification of the eye, is general; there is evidence of it on every hand; evidence of an advancement in taste and of progress in the cultivation of artistic ideas. The march of culture is not confined to the educated alone, but may be seen among the

masses as well; it is apparent in the homes of the people, not alone in the mansions of the wealthy, and it extends to even the simpler articles of household use.

It is to be regretted that, while attention has been devoted—and with marked success—to interior embellishment, the same progress has not been made in exterior decoration. The wall papers and frescoing of the present day show clearly the effort of artistic minds devoted to the attainment of beautiful and harmonious effects; but the same, unfortunately, cannot be said, as a rule, of outside painting. There is undoubtedly a general inclination for improvement in the direction indicated; but there have been obstacles heretofore in the way of progress, which the present publishers are endeavoring to remove by furnishing, for public use, sets of illustrations showing different varieties of buildings in various combinations of colors, thus enabling those who desire to have painting done to select tints or shades, adapted to any particular structure or surroundings, with proper taste and judgment. *These illustrations may be seen at the agency for "Town and Country" paints mentioned on the back cover of this pamphlet, or will be loaned by the publishers on suitable conditions.*

The day when nearly every building was painted white, and window blinds green, has passed away—it was followed by the use of tints, and this, in turn, has now given way to the employment of bolder and richer coloring. The style in favor at present is really nondescript; but may be designated as English Cottage, or Queen Anne. Contrasts of striking and original character are now sought for, and there is relief from the sameness which previously existed. The change is a good one; but there have been obstacles to its effectual

carrying out, which have hampered progress and brought about, in many cases, the use of incongruous combinations of colors. The main difficulty with the owner of property is in determining the contrasts which he wishes to arrive at. He may have an idea in his own mind of what he desires, but cannot put it properly in practical form. The terms buff, drab, olive, &c., applied to colors, are indefinite; they apply to so many different shades or variations—light or dark—that they are not sufficiently descriptive. Even when the colors themselves are shown by means of what are known as "Sample Cards," there is still bewilderment owing to its being impossible, from such samples, to determine the effect of the colors when applied upon a building; nor can the result of different contrasts be arrived at. Even if the choice of colors is left to the painter, the result is often unsatisfactory, because, though perhaps an excellent workman, he may be deficient in taste or originality. In many cases some building which has attracted attention is taken for a guide, and the design copied without regard to applicability of style or surroundings. In this way frequently comes the sameness or incongruity, which so often offends the eye, even in residences of pretension, where, from the means and taste of the owner and opportunities presented by the architecture, something better might be expected. It is to remedy the difficulty mentioned that the illustrations, previously referred to, have been prepared. It is believed that the use of these illustrations will enable the effect of the contrasts produced by different colors to be determined, serve to educate and direct popular taste, and prove a most valuable aid to the painter and property-owner in questions of decoration.

PAINTS—WHAT TO USE.

The paints which we recommend for use, are the "Town and Country" Ready-Mixed Paints. These paints are considered standard both in beauty and quality. Not only does the fact of their being prepared in a number of appropriate shades render them a great convenience to the painter; but their use is also commended, for the reason, that no work of similar richness and durability can be produced by ordinary pure White Lead, tinted and prepared in the usual way. We are aware that there is prejudice in the minds of some against Ready-Mixed Paints; but it is entirely without justice so far as the "Town and Country" brand is concerned. It is true that Ready-Mixed Paints are largely sold, which are deceptive and poor; but it would be just as reasonable to condemn all time-pieces, because some may not show the hour rightly, as to condemn all Ready-Mixed Paints, because some are undoubtedly inferior.

In answer to the advice of those who would prefer the employment of White Lead, mixed and tinted in the old fashioned and ordinary way, it may be said, that the reasons for such advice are various—namely:– Conservatism, or natural preference for the methods learnt during apprenticeship and the acquired practice of a life-time; distrust of Ready-Mixed Paints, excited by the numerous worthless brands which are offered for sale; apprehension that the new departure, or use of paints ready-mixed, may injure the painters' craft, through doing away, in some measure, with necessity for the employment of skilled labor. These reasons are based on misconception. The

world has moved since old-school painters learnt their trade—it has moved not merely in the domain of steam, electricity and general science; but also in the art of preparation and improvement of paints. The day when dry pigments had to be mixed with oil, by means of slab and muller, laboriously by hand, passed away some years ago, and was succeeded by grinding, done by the manufacturer on a large scale, by steam, in powerful and properly adapted mills. This change brought infinite benefit and relief to the painter by enabling him to procure his material in more economic and convenient form, and by furnishing him with pigments much more finely prepared than his own crude and inefficient methods had previously enabled him to obtain. Even under this system, though advantageous as compared with the old, the workman has been under the disadvantage of having to thin down and tint his White Lead, and bring it into condition for use. This has involved not only waste of time, labor and material; but, even when the work is done, there are practical reasons why the results from paints so prepared are not satisfactory. The process of mixing is troublesome and wasteful, owing to a number of different ingredients —Oil, Turpentine, White Lead, Colors and Dryer—having to be got together, and in uncertain quantities. The tinting has to be done by the eye, by guess-work, so that, even where the painter is expert in arriving at different shades of color, it is difficult to obtain continued uniformity. Variations are constantly apparent between mixings made at different times. The work being done by hand, by means of a stick, is naturally defective, and measurements, being by rule-of-thumb, are naturally irregular.

The change of the present day to paints ready-mixed, or entirely prepared, for use, is in conformity with the general advancement of the age—there is nothing in it revolutionary or extraordinary; it is simply a step of natural progression; just as the grinding of dry paints, by hand, by slab and muller, was succeeded by the employment of steam machinery, so has the mixing by hand of paste paints, by means of a stick, into a condition for use, been superseded also, in its turn, by the use of mechanism specially designed. It is merely a repetition of the story we see everywhere around us; manual labor with its drudgery, want of uniformity, and want of completeness, giving place to the perfection of scientific appliances. Is it not reasonable to suppose that the mixture of paints can be more thoroughly effected by means of machinery than by hand? Is it not fair to concede that tinting can be better performed on a large scale, by the employment of formulas, than when done in a limited way by guess-work, by the eye? In other words, is not the paint factory, rather than the painter's shop, the proper and most appropriate place for the preparation of pigments? The former having every requisite facility for efficient execution, the latter being wanting in all the essential requirements.

Not only does the use of Ready-Mixed Paints constitute a gain to the painter in convenience and economy—saving drudgery, waste and time; but, what is of even greater importance, especially to the property-owner, there is also a material gain—when standard brands (such as the "Town and Country") are purchased—in the quality of the paints obtained. Under the old method of paint-mixing it is impossible to incorporate more than a certain quantity of oil with the pigment

without interfering with its working qualities by causing it to run. Oil, however, is really the life of paint; it is from the oil that paint obtains its preservative virtue, and it may be laid down as an axiom, that the more oil (consistent with the retention of proper working qualities), and the better the oil, the better the paint. This is one reason why the "Town and Country" Paints are found so superior in durability to White Lead mixed in the ordinary way, and it partially explains the gain in quality above referred to. The scientific system employed in the preparation of these paints enables the incorporation of a much larger percentage of oil than has been possible under previous methods. When we add to this the fact that the process made use of gives also a rich gloss or finish, unobtainable in any other way, which, besides adding greatly to beauty of appearance, enables the paints to resist the action of the elements, the superiority of the new system over the old will be apparent.

When, besides the advantages mentioned, it is remembered that the "Town and Country" Paints are furnished in shades, both desirable and rich, which but few, even of the most experienced painters, can mix for themselves, it is hard to understand what valid objections can be urged against such paints, or what substantial arguments can be used in favor of adherence to old-school methods.

As for the fact that many of the Ready-Mixed Paints sold are of inferior quality, we cannot see that it has any bearing whatever upon the question as to the relative merits of the old and new school systems. If some Ready-Mixed Paints are worthless, the same is the case with many White Leads, and also with paints of every other kind. It is perfectly well known,

to those familiar with such matters, that the market is full of brands of so-called White Lead, which contain little or no Lead at all, yet no one thinks of advocating the abandonment of the use of White Lead on that account. No painter condemns the employment of brands of White Lead which are really pure, merely because some brands are not pure. Why then should Ready-Mixed Paints of standard quality, such as the "Town and Country," be included in any general denouncement, simply because some Ready-Mixed Paints are inferior? It is only necessary to adopt the same course, with regard to Mixed Paints, that is followed by experienced painters in the case of White Leads, namely:—discretion in selection and the use only of such brands as are of legitimate manufacture and known reputation.

With regard to the other reason, for objection against Ready-Mixed Paints, which has been referred to—apprehension on the part of painters that the general adoption of such paints may prove detrimental to the interests of the craft through lessening necessity for the employment of skilled labor—nothing can be more unfounded. While it is an unquestionable fact that but few painters—and only those of great capacity and experience—can produce shades of color of such beauty and richness as are furnished, ready for use, in the "Town and Country" Paints, and, while it is also true that no painters, whatever their training, can produce paints of similar quality by the means at their command; still, the object of the manufacturers is, not to do away with, but rather to supplement, the painter's work. There is no antagonism possible or intended. The manufacturers of the "Town and Country" Paints, so far from endeavoring to lessen the use of experienced labor, most strongly urge and recommend

its constant employment. They recognize that the greater the skill of the workman the better the results obtained from their material, and the better these results the more advantageous for the reputation of their paints, and, consequently, for their interests. They do not advocate the application of their paints by inexperienced help, merely because those paints are "ready-mixed," and, therefore, require no skill as to preparation. True, it is, that the "Town and Country" Paints, when necessary, can be applied by any intelligent person, even though not a regular painter; but it is obvious that skilled labor should be called in whenever it can be procured, and especially when the best results are desired. It must be remembered, that, in producing really good and durable painting, the mere application of the pigment is really the simplest and least important part of the work. The preparation of the surface is, by far, the most vital feature. Unless this preparation of surface is properly attended to, the best paint ever made, no matter whether old or new style, must necessarily fail, and it will be obvious that no one but a skilled workman can understand, and remedy, such defects as nearly always exist in the surface to be covered. Take, for instance, wood containing sappy, or resinous, places, than which, perhaps, nothing causes more trouble in painting; an inexperienced person would coat over with paint, with the inevitable result of causing future cracking or blistering, while the skilled workman, on the other hand, by the judicious use of shellac, would obviate all difficulty, and insure the comparative permanency of the work.

We repeat emphatically, that there is no conflict, and can be none, between the manufacturers of the "Town and Country"

Paints and the experienced, capable painter; it is only against the ignorant and the bigoted, whether painters or not painters, that such paints are antagonistic. The interests of the manufacturer of good mixed paints, and of the intelligent workman, so far from being in opposition, are, in reality, identical. If Ready-Mixed Paints, such as the "Town and Country," are well applied, they produce results which not only benefit the maker by increased demand; but they also benefit the workman who applies the paints, by giving him advantage in various ways over his old-school, and less progressive, competitors. So far from lessening the demand for skilled labor they increase it, by means of the stimulus everywhere given to painting, by the appearance of work of original and exceptional merit. Example is contagious. One well-painted house in a neighborhood soon produces the desire for emulation on the part of others, and the painter thus reaps reward.

There is one other matter, concerning the objections of old-school painters to Ready-Mixed Paints, on which we may briefly touch, viz.:—a possible belief that the employment of material fully prepared for use may be derogatory to an experienced workman. If such an idea exists, it is certainly without foundation. There can be no reason why the skilled painter should refuse the aids of science and machinery, when such aids are being gladly welcomed by craftsmen in every other field of industry. So far from the use of Ready-Mixed Paints being really derogatory to the painter, however great his skill and experience, the reverse is the case, because, in relieving him from the drudgery of work, which can be much better performed by the paint manufacturer, it gives time which can be

more profitably devoted to other and more important matters, such, for instance, as the study of the finer branches of his profession, and the development of a cultivated taste in coloring and design. It tends, in fact, to elevate the painter, from the position of being a mere mixer and applier of paints, to the standpoint of a worker in art.

The following article, which recently appeared in the columns of a leading paper, very clearly describes the history and present status of Ready-Mixed Paints, and may, therefore, be of interest to those who contemplate painting, or who are concerned in the question of pigments:—

"These celebrated paints ('Town and Country') are favorably known throughout the United States, and have accomplished a revolution in painting. When ready-mixed paints were first introduced there was great prejudice against them, not only on account of the radical departure from previous ideas; but owing to the fact that the paints then offered for sale were generally of such poor quality as to confirm and strengthen the distrust. Harrison Bros. & Co., as White Lead manufacturers of the old school, with their interests largely identified with the then existing order of things, might themselves have been expected to have offered resistance to the innovation; but they had the foresight to see that mixed paints, or paints ready for the brush, had a future before them; that the progression was a natural one, and that the only thing requisite to secure public favor was a paint which would fulfill to the highest degree all the necessary requirements.

"Instead of striving to be first in occupation of the field, and introducing a paint irrespective of merit, or quality, they made full and careful research into the whole subject, in order to determine with certainty the essentials requisite, and the most perfect formula for preparation. To this research they brought, not only their own experience in chemistry and paints; but every source of knowledge, either in this country or in Europe, which could be made available, was laid under contribution. After patient waiting, and experiment, they at last decided upon a method of manufacture, which was

found to realize all the ends desired. The problem was to find a paint which should be at the same time good in quality, economical in use, convenient in form, handsome in appearance, and durable in wear. The 'Town and Country' paints were demonstrated, by the most severe practical tests, to combine all these essentials in a pre-eminent degree, and their introduction was then commenced.

"The market was ripe for something reliable. Dealers and consumers, alike disappointed by mixtures (the result of crude attempts at manufacture) which had been foisted on them—mixtures made apparently for no other purpose than to sell, and possessing no other merit than a nominal cheapness, welcomed gladly the advent of a brand which could be depended on.

"The change from the old style of paint to the new was, after all, a natural one, and in harmony with the general progress of the age. At one time the painter used to purchase his material dry, and rub it down in oil laboriously by hand, by means of slab and muller. This was superseded by the paint manufacturer furnishing such goods, ground in oil, put up in suitable packages. Machinery did away with manual labor, and the painter reaped a benefit by obtaining his supplies in much finer, and more perfect, form than he had previously been able to command. There was, at first, the same prejudice which has since existed against Ready-Mixed Paints; but it was soon conceded that the paint manufacturer, by the aid of steam and powerful mills, was in position to do the work required better, and more economically, than the painter with the inadequate means at his command. Then came the 'Town and Country' Paints, prepared entirely ready for the brush, and the transition was complete. Under the old system, even when the manufacturer furnished paints ground in oil, a number of different articles had to be procured to make them suitable for use: for instance, White Lead, as a base; Oil and Turpentine, to thin with; Japan, to facilitate drying; and coloring matter, to produce the desired tints or shades. All these articles had to be purchased in uncertain quantities, and their mixing together involved not only labor, and loss of time; but also dirt, and waste of material. Even when the mixing was complete it was generally unsatisfactory. The tinting had to be done by eye, by guesswork; with materials varying in quality, and results were, therefore, uncertain. Tints would be too light, or too dark, or differ in some way from expectation. It was also found next to impossible to prepare two pots of paint, by the eye,

alike, and buildings in this way would frequently show great want of uniformity. The 'Town and Country' Paints changed all this, and it will be apparent that the change was most important. The mixing stick of the painter gave way to the ample machinery of the manufacturer, just as the slab and muller had previously given way to steam power mills. Guess-work yielded to formulas of mathematical exactness. A method which was primitive and cumbersome, full of waste, inconvenience, uncertainty, loss of labor and of time, gave place to a system which carried with it convenience, precision and economy. A paint became procurable, made from the best materials, put up in a clean, neat, available form, entirely ready for use, needing no mixing, no addition of oil, dryer, or coloring matter.

"Not only was the change in form; but also in quality. The fact is not generally known that the value of a paint, as a preservative, consists, not so much in the pigment contained in it, as in the oil, or vehicle, with which it is combined. Under the old system of mixing it was impossible to incorporate more than a very limited quantity of oil without making the paint too thin, and causing it to run. In the 'Town and Country' Paints, however, the mode of preparation enables a very much greater quantity of oil to be perfectly embodied, thus insuring an increased durability in wear. Another important feature in the 'Town and Country' Paints, and one contributing greatly to their durability, is the fact that, owing to the peculiarity of their manufacture, although no varnish whatever is mixed with them, they produce a glossy finish, which not only adds to the beauty of their appearance; but withstands the action of the elements. This finish forms an impervious coat, which resists dampness and changes of temperature, and enables the paint to be washed without injury. Owing to this power of resistance the 'Town and Country' Paints are found to be specially desirable for use at the seaside which is the most trying exposure to which pigments can be subjected. They do not crack, peel, flake or chalk; but form a perfectly waterproof covering, very elastic and beautiful.

"It would be useless, as well as impossible, to attempt to describe the varied and intricate processes by which the 'Town and Country' Paints are produced. Much of the manipulation is necessarily secret, and carefully guarded, to prevent imitation by competitors. The manufacture occupies extensive buildings, fitted with powerful mills for grinding, huge receptacles and machinery for mixing, and enormous tanks for storage of the fifty to sixty different shades of color sold.

"One of the principal reasons why the 'Town and Country' Paints so greatly

excel all other brands, in beauty and permanency, is, that Harrison Bros. & Co., being manufacturers of both White Lead and Colors, are able to select the very finest qualities of material, and, as they obtain supplies at first cost, are able to afford their use in liberal proportion. They manufacture a line of colors for the special purpose of these paints, which are of exceeding purity and strength. The use of these colors enables shades to be obtained which are of a richness and depth of tone unattainable with ordinary material. The employment of tinting matter manufactured by themselves insures to Harrison Bros. & Co. an uniformity in their 'Town and Country' Paints, which no ordinary manufacturers, who have to procure supplies from outside sources, can possibly reach. It will also be readily seen that Harrison Bros. & Co. possess great advantages over all competitors in the saving effected by producing their own White Lead and Colors instead of having to buy them. Not only do they save the profit, which other manufacturers of mixed paints have to pay; but they also avoid cost of packing, and transportation of such material, owing to their different factories, which produce such articles, being connected together, and with the Mixed Paint Department. The advantages shown would enable Harrison Bros. & Co., if they desired, to place paints on the market at lower price than any others; but they have wisely decided, instead, to give buyers the benefit in the shape of superiority of quality.

"When it is remembered that no one can, in the usual way, obtain materials of same purity, or mix them so well as is done by the perfect machinery of Harrison Bros. & Co., it is not difficult to understand the favor with which 'Town and Country' Paints are received. Even the best and most experienced painters now recognize the advantage which they gain, and have ceased the objections which they formerly entertained towards all ready-mixed paints before the 'Town and Country' brand was introduced. They perceive that such paints as the 'Town and Country,' instead of being detrimental to the interests of their trade, are in reality of benefit, saving money and labor. They not only obtain paints of better quality than formerly; but their time is economized, and they are able to devote themselves to the perfection of the finer branches of their art, such as an educated public taste now demands."

A great authority on paints and painting, in one of his works, speaks of the "Town and Country" Paints as "standard where decoration is concerned." This authoritative verdict has been re-echoed by a multitude of competent voices—by experienced painters, by owners of property, by the Judges of the great Centen-

nial, by experts at scores of State exhibits, and last, though not least, by the mute, but expressive, testimony of thousands of buildings throughout the country, which stand as monuments of their beauty and durability. The same competent writer, speaking again on the same subject, says: "As pigments these 'Town and Country' Paints have many desirable qualities to recommend them for either indoor, or outside, work; their smooth, elastic, glossy surface does not crack or peel, they are found to be almost entirely indestructible, and will certainly stand exposure to the action of the elements far better than any ordinary paint prepared in the ordinary way. They afford an admirable protection for roofs; have an affinity for iron, which makes them excellent preservatives, and hence are adapted for coating vessels, freight cars, etc. Their richness and purity of tone commends them to the eye of taste, and they are, at the same time, so reasonable in price that none need plead expense as a reason for not making their dwellings clean and sightly. The introduction of these pigments certainly forms a new era in decoration."

PAINTS—HOW TO USE.

In order to have good painting it is certainly of the greatest importance that the paints employed shall not only be of the best quality, but that they shall be in suitable condition for use, and be properly applied; it is also essential that the surface to be painted shall be prepared in such manner as to remedy any defects which may exist, and which, if not removed, must inevitably cause failure of the work.

Probably nothing has brought more disappointment in the results of painting than want of proper care in the preparation of surface, and application of the priming coat.

It is to omissions in these respects that the peeling, cracking and blistering, of many paints, are mainly due, rather than to fault in the paints themselves. No really durable painting can possibly be done on a poor foundation. There are many causes by which the durability of paints, however good, may be injuriously affected, and the appearance created of poor material. For instance, the use of inferior lumber in the construction of buildings; applying the second or third coat of paint before the previous coat is thoroughly dry; painting upon a surface that contains considerable moisture; painting over old work which has become chalky, or on wood which is sappy; also the application of an improper priming coat.

The Priming Coat, in painting, is really the most important of all, because upon that depends, to great extent, the wearing properties of the finished work. Notwithstanding this, many painters seem to disregard entirely the necessity of proper priming, and appear to aim solely at an attractive finish. True, the priming is hidden and does not show; but, if it is not what it should be, it soon avenges itself for neglect by affecting the exterior coat. In many cases, where the painter himself, if allowed to use his own judgment, would devote proper care to priming, the builder, or carpenter, will not permit the requisite time to be taken. Everything is hurried. Immediate painting is insisted upon. No matter whether the wood contains water from absorption, or from not being thoroughly dry, the painting must be done at once. The painter puts on the priming; in a day or two he applies another coat, and in a short time

this is followed by the finish. The job may look well enough when completed; the wood-work, at first, is closely joined, and the painting has a handsome, solid look. Very soon, however, if the wood contains moisture, the sun draws that moisture to the surface; blisters are formed, and the water escapes from them; the blisters flatten again, but the paint that has been raised peels off; the carpenter's work begins to shrink; joints open, and the house soon has a very poor appearance. In such cases the blame is generally given to the paints, when, as a matter of truth and fact, it really belongs to the wood-work, to undue haste, and improper workmanship.

A difference of opinion exists among painters as to how the priming coat, for outside work, should be mixed. Some contend that it should be composed principally of oil, and applied thin; others hold that it should be of thick consistency, and be well rubbed out. Our own experience favors the former method, because, in that case, the oil penetrates the wood and fills the pores; preventing a too great absorption of oil from the finishing coats, in which the oil and pigment should dry together. In order that the priming may have proper effect, the wood should be thoroughly dry, so that the oil may be absorbed; if the pores of the wood are filled with water the oil will remain on the surface, the paint will dry very slowly, and, in time, will probably peel off.

Unless knots, and sappy places, in wood are "killed," they will appear at the surface after the work is finished. This "killing" is done by means of Shellac Varnish, and the application should be made before priming. Sometimes wood

contains "fat" places, or knots with considerable "fat" in them. In such cases shellac will only prove a temporary remedy. The heat of the sun will ultimately draw the pitch out of them to the surface, where it becomes hard, and, in time, chips off, taking the paint with it. The only sure remedy for this is to cut such places out, and putty them up. Sometimes the "fat" may be drawn out by means of hot irons; but cutting is the most radical and certain cure.

Where work is only to receive two coats, it is advisable to putty up all nail holes and imperfections *before* applying the priming. If done afterwards, the second coat will show dead spots, owing to the putty striking through. When three coats are to be given, the puttying should be done *after* priming.

Old work, which has been painted over a number of times, is apt to crack and blister. This arises from various causes; such as the improper use of size, either upon the new wood originally, or on the old paint; placing one coat of paint upon another, without giving the first time to dry; also, the putting of paint of a quick-drying nature upon the top of one of slow-drying properties, before allowing the latter to become thoroughly hard. In such a case, as that last recited, the work will inevitably crack, owing to the difference in the contractile action of the two coats of paint. It is a common experience with painters, that old work, which has never before given any indication of blistering or cracking, will commence to blister immediately after being re-painted. This is especially the case with outside work, and the fronts of inside shutters. The reason has been advanced, that the heat of the sun acts upon the oil in the paint, and causes it to

become super-heated; a gas or vapor is generated, which penetrates and softens the under paint to such extent, as to cause it to relax its hold of the wood, and rise up in blisters; but the most probable cause is, that the contractile force of the old paint and of the new being different, the one pulls upon the other, and creates the difficulty referred to.

Oil color cannot be used with satisfactory results on inside work, which has been previously painted with flat color, because the latter, in course of time, becomes exceedingly hard. There is nothing in the oil color to soften the surface of the old paint, so there is no binding together or cohesion. As the oil color cannot sink into, or penetrate, the hard, flat, under work, it can only dry by evaporation, and, therefore, very slowly. When it does become dry, it is so brittle that it chips off easily from the flat color. The only remedy is to burn off the old paint down to the wood, and treat the same as new work. It will sometimes answer to give a fresh coat of flat color, and follow with a coat of oil color.

On old work, inside, it is important that all grease and smoke should be removed before re-painting. Grease prevents paint from drying, and, in time, causes it to crack. The best plan is to wash the surface, wherever necessary, with dilute Ammonia, rinsing it off afterwards with clean water; or, if preferred, the greasy and smoky places can be removed by going over them with a thin coat of lime whitewash, and afterwards sandpapering down. Soap-suds, when used to wash old paint, should always be well rinsed off, otherwise they prevent paint from drying, especially on greasy work. The advantage of the Ammonia is, that all which is not absorbed

in neutralizing the grease, evaporates, while the fixed alkali may remain to endanger the successive painting.

Oil color will crack, if used over work which has been finished with China Gloss, or over paint containing a large quantity of Damar Varnish. This may be remedied, to a certain extent, by sandpapering off the outer coats which contain the varnish; but the safer way is to remove the old paint entirely, by burning off.

White paint, for outside work, sometimes has a yellowish cast when first applied; this is due to the Linseed Oil, and will disappear in a few days, the oil being bleached by the sun.

Two coats of "Town and Country" Paint will always give a handsome finish on a *good surface;* few surfaces, however, *are* originally in good condition. Where the work is very old, chalky or spongy, it will be found true economy to apply a thin priming coat to bind the dry particles of old paint. Even on new work, if the best possible results be desired, a similar priming, to fill the wood, should be used. The best article for this purpose is pure ground French Ochre, thinned out very freely with pure *boiled* Linseed Oil, and some Turpentine to cut the oil and make it enter the wood. The manufacturers of the "Town and Country" Paints supply a Ready-Mixed "Primer and Filler," especially prepared and adapted, which is excellent for the purposes indicated, and which, when employed, will insure durability for many years.

A slow-drying paint is preferable to one which is quick-drying, and paint should, therefore, be allowed, as far as possible, to take its own time. The addition of too much Japan, or other dryer, burns out the life of the oil, and destroys its protective value.

The difference between, what is called, "flat" finish, and, what is known as, "gloss" finish, is, that the former presents a dead surface while the latter has the appearance of having been varnished. "Flat" finish should only be used for inside work. The "gloss" finish of the "Town and Country" outside paints, not only adds to their beauty, but fits them specially for outside painting, by enabling them to resist the action of the elements. When gloss paint is used for inside work, it permits the surface painted to be washed and kept clean. In painting inside work for flat finish the under coating should be done with oil paint, or a mixture of oil paint and flat paint, never with inside, or flat, paint exclusively. The oil is necessary to bind the paint to the wood, and make a proper foundation. In preparing inside work for China Gloss finish, oil paint, for same reason, must also be used in the first coat.

As the natural tendency of paints, when mixed, is for the pigment to settle to the bottom, and the thinners to rise to the top, it is important that there should be thorough stirring, both before commencing work and while the paint is being used.

From the foregoing, and other practical experience, we gather the following rules, as being requisite for the proper application of "Town and Country" Paints, to insure good and durable results:—

GENERAL DIRECTIONS.

Shake the package well before opening. Stir thoroughly both before and during use. Do not pour off any of the liquid contained in the package, it is essential to durability and

perfection of finish. Stir it thoroughly in, so as to incorporate it with the paint.

Apply the paint with a full brush, smoothly and evenly. Do not rub it out, or attempt to make it go too far. Flow it on like a varnish.

Let one coat of paint dry thoroughly, and become perfectly hard, before applying another.

Do not add any thinners to the "Town and Country" Paints, if it can be avoided. These Paints, as originally packed, are in best condition for use, and, as a rule, need nothing but thorough stirring. Should it be found, however, in any case, that thinning is absolutely necessary, use nothing but a little pure boiled Linseed Oil. No Turpentine or Benzine should be employed, because they would destroy the "gloss" finish of the paints, and thus impair their beauty and durability. Should the paints, in any instance, be found too thin, they had better be returned to the manufacturers, instead of any attempt being made to remedy the defect by the addition of pigment for the purpose of thickening. If, however, such return, owing to want of time, or greatness of distance, is inconvenient, suitable material may be added, provided that it is of absolute purity—namely, pure White Lead, to Outside White; pure French Zinc, to Inside White; pure White Lead and pure Colors, of proper nature, to the tints.

Remember, that painting should only be undertaken in dry, fair weather. Remember, that neither proper appearance nor durability can be expected from one-coat work.

PREPARATION OF SURFACE.

Kill all knots with Shellac Varnish, or else cut them out; this must be done *before* priming coat is applied.

Coat over all resinous, or sappy, places carefully with Shellac, and use a *good* article for the purpose. Do this *before* priming.

If work is only to receive *two* coats, putty up nail heads, and other imperfections in the surface, *before* applying the first coat.

If work is to receive *three* coats, putty up *after* first coat has been applied.

See that work is thoroughly *dry* and free from moisture before attempting to paint.

PRIMING.

On old work, especially if chalky or spongy, apply a coat of pure ground French Ochre, well thinned down with pure *boiled* Linseed Oil and Turpentine; or, better still, use "Town and Country" priming paint. On new work also, if best and most durable results are desired, use primer and filler, as above. *Never use any size.*

INSIDE WORK.

Where painting is to be done with flat finish, a thoroughly experienced painter must, in all cases, be employed. The work is of such nature that satisfactory results cannot be obtained unless competent skill is used.

Remember, that Oil Color should not be applied over work which has previously been either finished "flat," or on paint containing Damar Varnish. The old paint must be burnt off.

Remember, that old inside work, which has become greasy or smoky, must be properly cleansed before fresh paint is applied. Dilute Ammonia is the best thing for the purpose,

but it must be well rinsed off. If soap-suds are used they must also be entirely removed with clear water before painting is commenced.

In painting inside work for flat finish; prime with equal parts of "Town and Country" Outside (or gloss) White and Inside (or flat) White. Finish with two coats of Flat White.

In painting inside work for China Gloss finish, prime with equal parts of "Town and Country" Outside (or gloss) White and Inside (or flat) White. For second coat, use all "Town and Country" Inside (or flat) White. Finish with "Town and Country" China Gloss. Or, the work may be painted entirely with Outside White, and finished with two coats of China Gloss.

For two-coat work, prime with equal parts of Outside and Flat White, finishing with China Gloss.

Before China Gloss is applied, the work must be thoroughly hard and dry; then lightly rubbed down with fine sandpaper and well dusted. The room must also be kept closed, so as to exclude all dust or dirt, until the work has set.

Where it is desired to finish inside work in colors, the regular "Town and Country" gloss paints are exceedingly suitable, giving not only good effect but owing to their resisting water, enabling walls to be kept clean by washing.

FURNITURE.

"Town and Country" Paints should not be used for painting furniture. The best course to pursue with household articles, which it is wished to either protect or ornament with paint, is to employ ordinary oil colors, made flat with Turpentine, finishing over with a coat of varnish.

FLOORS.

Nothing is better for floors than "Town and Country" Paints. Nos. 540, 64 and 85 are especially suitable.

ROOFS.

The manufacturers of "Town and Country" paints prepare excellent Roofing paints which are desirable, not only for their appearance but for their protective qualities and durability.

BARNS AND FENCES.

While "Town and Country" Paints may be advantageously employed even for such ordinary work as the painting of barns or fences, the manufacturers also furnish cheaper grades of paints for use in cases where cost is a consideration.

BRICKWORK.

Nothing is more suitable for brickwork than "Town and Country" Paints.

QUANTITY OF PAINT REQUIRED.

One gallon will cover about 20 square yards—two coats; and the quantity required for a house may be determined by adding together the four sides, and multiplying this sum by the height, all in feet,—divide the product by 180, and the result will be the number of gallons wanted. The windows and openings will about equal the extra surface of the frames, mouldings, &c. This quantity *varies according to the state of the surface to be painted;* if very rough or porous, much more being required, and less if hard or very smooth.

SOME WORDS

IN TESTIMONY

OF THE MERIT

OF

"Town & Country"

READY MIXED PAINTS.

TESTIMONIALS.

From WILHELM & MADORE, Hyndman, Pa.

Having used your "Town & Country" Ready Mixed Paint for several years, we are so pleased with it that we will use no other. For beauty of finish and durability it beats all other kinds of paint used in this section.

From LYTLE BROS., North Bangor, N. Y.

We intend to use a large quantity of "Town & Country" paints and shall push the trade on them; also advertise to a considerable extent. Now, we want you to make the prices as low as is consistent with the quality; the paints are giving universal satisfaction. The best painter in the town swears by them, and is going to use part of this we now order on his house.

From W. J. SEDBERRY, Jefferson, Texas.

I do most cheerfully recommend your "Town & Country" Ready Mixed Paint as being the best on the market to-day, and I find it has given better satisfaction, and is more durable and lasting than any paint I have ever sold.

From A. W. CLEMENT, Haddonfield, N. J.

I would say that I have painted my house with your "Town & Country" Ready Mixed Paint. It has given entire satisfaction in every respect, and I have never seen as handsome a job anywhere. Even the best of pure white lead and oil, hand mixed, can not in any way be compared with the paint. It is beyond all question the very best paint that science has yet produced.

TESTIMONIALS.

From EWELL & CO., Crisfield, Md.

We are handling all of your brands of paints and making the "Town & Country" Ready Mixed Paint a specialty. In fact, we are selling no other brands at present. You may send us one of your books, and we will take care of it; we think it will enable us to sell more of the paint.

From D. E. WHITE, Spring Lake, Cayuga Co., N. Y.

I have used and sold your "Town & Country" Ready Mixed Paint over one year and think it is the best paint in use; it gives the best of satisfaction to my customers.

From J. H. DOUGLASS, Preston, Md.

I have been selling your "Town & Country" Ready Mixed Paint for the last three years, and with universal satisfaction.

From M. J. MILLER, Selma, Alabama.

I take great pleasure in giving you this my endorsement of your "Town & Country" Ready Mixed Paint, as I have tried it with success. I find the paint stands our southern climate better than any other that I have used—will continue to use it hereafter.

From O. B. DODGE, Jr., Dixon, Illinois.

The "Town & Country" Ready Mixed Paint ordered May 6th, 1881, and used by the writer, has given very good satisfaction, the color and gloss seeming to stand very well.

TESTIMONIALS.

From PRINCE & HAVENS, Shelter Island, N. Y.

We have sold your "Town & Country" Ready Mixed Paint for two years or more, and find it gives general satisfaction.

We think it the best ready mixed paint on the market. We have seen all kinds of paint tried on the cottages of this place, but find none that surpass the "Town & Country."

From ANDREW BROS., Akron, Ohio.

In our two years experience with handling the "Town & Country" Ready Mixed Paint we find that it gives universal satisfaction, and its sale with us is constantly increasing. We use the "Town & Country" in our own business with the best results. We consider it the best mixed paint in the market.

From JOHN TWENTYMEN, Truxton, N. Y.

Your "Town & Country" Paint gives me the best of satisfaction. Having tried it thoroughly, I do not hesitate in recommending it as first-class and all right.

From WAYNE A. HUMPHREY, Champion, N. Y.

I have used Ready Mixed Paints of different manufactures on my houses, before knowing which was the best; but after using Harrison Bros. & Co's "Town & Country" Paint, which I purchased from Raymond & Son, of Copenhagen, I must say that it is the best Paint I ever used; and when my buildings need painting again I shall certainly use Harrison Bros. & Co's "Town & Country" Ready Mixed Paint.

TESTIMONIALS.

From ARNOLD & MORGAN, Peru, N. Y.

We have sold your "Town & Country" Ready Mixed Paint for two years past, and are very much pleased with it; so are our customers, who have used it. We would refer you to Messrs Hayworth, Smith & Co., I. C. Allen, E. E. Fuller, Daniel Sanborn, who have painted their houses with it, and as being highly pleased with the result.

From C. P. MITCHELL, Saratoga Springs, N. Y.

I have used forty-five gallons of "Town & Country" Ready Mixed Paint. The Paint covered well, spread easily, and left a glossy finish. I am pleased with it, and do not hesitate to recommend it to any one.

From FRANK TRUMP, Jersey Shore, Pa.

I can recommend your "Town & Country" Ready Mixed Paint for durability in water, having used it for painting boats. Two years use has had little or no effect upon it; it still remains hard and glossy.

From W. L. COOK, Wellington, Ohio.

I have used considerable quantity of your "Town & Country" Paint, and for body and covering quality it is second to none. In regard to beauty of finish, your paint is far superior to many of the so-called "Mixed Paints." A Paint that has density, and flows out smooth and even from the brush must recommend itself to both the painter and the owner of property, whose interest it is to use just such a Paint as I believe your "Town & Country" Mixed Paint to be.

TESTIMONIALS.

From JOHN H. BURTIS, Port Washington, L. I.

Having had the Agency for the sale of your "Town & Country" Ready Mixed Paint for the past three years, I can say that it gives better satisfaction than any mixed paint I have ever handled; both for Inside and Outside work, either for buildings or boats.

From KENNEY & SON, Truxton, N. Y.

Having been interested in the sale of mixed paints for some years, we would most heartily recommend your "Town & Country" Ready Mixed Paint as the only paint in which we have had the least trouble; it in every respect gives satisfaction to all.

From S. M. ANDERSON & CO., Lebanon, Tenn.

Your "Town & Country" Paint gives good satisfaction.

From C. DECKER, Saratoga Springs, N. Y.

I painted my buildings with Harrisons' "Town & Country" Ready Mixed Paint over a year ago, and the result has been more satisfactory to me than with any paint that I have ever used.

It spread nicely and worked easily. Paint on the north side of my Broadway house has heretofore peeled in Winter; but the coat of No. 82—which covered good with one coat—I put on stood intact during the Winter, satisfying me that it is the most durable Ready Mixed Paint that I have used, and, in my opinion, the best manufactured; certainly the superior of any ready mixed paint in town. I do not think too much can be said in its favor. I recommend it with confidence, and advise any one needing paint to buy "Town & Country" Ready Mixed Paint.

TESTIMONIALS.

From P. P. MARTIN & CO., Mannsville, N. Y.

We have both used and sold your "Town & Country" Ready Mixed Paint for two years, and do not know of any complaint against it. We have used Nos. 82 and 83 on our house, and are very much pleased at the fine appearance of the two colors, and, besides, our house, after being painted, was the best advertisement we could have, and brought us in several orders.

From WARREN S. STILES, Copenhagen, N. Y.

Respecting the merits of your "Town & Country" Ready Mixed Paint, will say, I had my store painted with it about five years ago (then new); it gave perfect satisfaction. About a year ago, I had it repainted with the same. I believe it to be the most durable paint made, and the many beautiful tints are superior to any I have seen.

From EDWARD S. HICKS, Pleasant Valley, N. Y.

I have lately had my house painted with your "Town & Country" Ready Mixed Paint, and find it to be a most excellent job. The finish, color and body of the paint gave me entire satisfaction, although somewhat prejudiced against Ready Mixed Paint.

From A. J. PELLENS, Seymour, Ind.

It is now ten years since I began selling your "Town & Country" Ready Mixed Paint, and I can cheerfully recommend it, knowing it to be good, from personal observation, having used it on my own buildings. I have sold the paint to quite a number of persons, and have never had a complaint as to its covering capacity and durability.

TESTIMONIALS.

From S. McCHESNEY, Eagle Mills, N. Y.

I am selling your "Town & Country" Ready Mixed Paint, and it gives perfect satisfaction in every instance. It wears well, and retains its color better than any mixed paint I have ever sold.

From S. W. FULLER, Saratoga Springs, N. Y.

I think that your "Town & Country" Ready Mixed Paint is all that you claim for it. If people wanting a ready mixed paint consult their interests they will find it to their advantage to buy "Town & Country." I have no hesitation in recommending it.

From J. PASCHE, San Antonio, Texas.

Like the majority of painters I have known, I have always been very much prejudiced against Ready Mixed Paint; but since having found your "Town & Country" I am bound to admit that it is all you claim for it, and the best paint I have ever known.

Houses I have painted with it (two coat work) are the handsomest jobs in this city, and I know that two coats of it are more than equal to three of any lead that was ever made.

From E. O. HALL & SON, Honolulu, H. I.

We take pleasure in stating that the "Town & Country" Paint, which we have introduced into this country and which we have been selling for the past two years, has *in every case* given the *best satisfaction.* This climate, in some respects, is severe on outside paint, as it is very warm during the greater part of the year, and during the winter months we have long continued rains, both of which conditions are calculated to try outside paint to the utmost.

TESTIMONIALS.

From E. V. DEWELL, M. D., Saratoga Springs, N. Y.

I have painted my house with the "Town & Country" Ready Mixed Paint. Your commendation of it is thus far fulfilled. I found that it covered—and covered well—all, if not more surface than claimed. The colors are good and dry firm and glossy. I can attest to its superior quality, and from my experience recommend it confidently.

From WRIGHT DEVINE, Pleasant Valley, N. Y.

My experience in selling your "Town & Country" Ready Mixed Paint has exceeded my expectations. I have not solicited trade in it, because I wished to hear from those who have used it. It has given such excellent satisfaction that, together with my own experience (I painted my house and store with it), I feel I cannot recommend it too highly. It has superseded Lead and Oil almost entirely.

From JACOB CROOKER, LUCIUS JONES, SELAH BRUSH, THOMAS CARMAN, Port Washington, L. I.

We, having used your "Town & Country" Ready Mixed Paint on our sloops, which we use in our business of Oystering, can testify, that, as to its wearing qualities, it far surpasses any paint we have ever used, drying very quickly and with a hard, glossy surface and lasts much longer with the same amount of use; our business being very trying to all painted work.

From J. S. TOMB, Jersey Shore, Pa.

Having used your Ready Mixed "Town & Country" Paint for the past three years, I cheerfully recommend it to the public, for fine finish and durability; and am satisfied that it is what it is guaranteed to be; having given it a fair trial.

TESTIMONIALS.

From J. J. BOSWORTH, Truxton, N. Y.

I heartily recommend your "Town & Country" Ready Mixed Paint as being equal to any I ever used.

From ABRAM DEVINE, Pleasant Valley, N. Y.

I have lately used your "Town & Country" Ready Mixed Paint; painting my house, and I think it the best job of the kind I ever had done. I prefer it to White Lead and Oil; both for its finish, which is very fine, and its apparent durability, as it makes a coat or body of paint that seems almost imperishable.

From JOSEPH O. HEGEMAN, Port Washington, L. I.

I used your "Town & Country" Ready Mixed Paint to paint my dwelling-house in 1881, and I must say that I am very much pleased with it, it seems to have more body and better covering capacity than any other mixed paint I ever used; can recommend it to any one desiring a good article.

From LEWIS FUESS, Waterville, Oneida Co., N. Y.

I have sold Harrison Bros. & Co's "Town & Country" Ready Mixed Paint for the last three years, with great satisfaction to myself and customers. It comes up to the Sample every time; its covering qualities are excellent, and finish is unsurpassed. That which was put on here three years ago now presents a hard, glossy surface, and looks as if put on this year. I believe it to be without exception the best ready mixed paint in the market.

TESTIMONIALS.

From JOHNSON & CO., Middletown, Ohio.

We have been selling your "Town & Country" Paint for two years, and have yet to find the first man complain of its not giving satisfaction and doing all that it is recommended to do.

From L. I. RAYMOND & SON, Copenhagen, N. Y.

Having sold your "Town & Country" Ready Mixed Paint for nearly 10 years, we are happy to state that it gives the best of satisfaction to our customers; and the greatly increased demand for all goods of your manufacture speaks highly of their superiority.

From Wm. E. THORN, Treasurer, Harmony Mills, Cohoes, N. Y.

We have used your "Town & Country" Ready Mixed Paint for both outside and inside work, and it has given good satisfaction. The outside has stood on brick walls, with iron window caps, for two winters, and is in excellent condition, considering the weather and exposure of the past winter. The inside work stands well.

From SMITH BROS., Pine Hill, Ulster Co., N. Y.

"Town & Country" Ready Mixed Paint is, in our opinion, decidedly the best prepared paint in the market. Having had some experience with nearly all the leading brands, we have no hesitation in saying that it is the best paint we ever handled, and that our trade in it is constantly increasing—a good evidence of its merit. Our numerous customers all speak very highly of it.

TESTIMONIALS.

From BELLAH & CO., Wilmington, Del.

We have much pleasure in stating that we have a constantly increasing trade with customers for the paints manufactured by you, and for which we are the agents in this territory. We may say that during the time we have been handling your goods, their permanency, brilliancy, body and depth of coloring power have been highly commended. We have positive assurance that where your paints have been given a fair trial, against other grades, they have been found, bulk for bulk, the best.

From JOS. S. CARR, San Antonio, Texas.

According to my observation, the very best white lead, oil and paint, mixed by hand, soon dissolves under the influences of a Texas climate, and within six months after the paint is applied it begins to fade.

As an experiment, I was induced by your dealers here, Mess. L. Huth & Son, to try your "Town & Country" Ready Mixed Paint; two coats made an even and glossy finish, more satisfactory than any three coat work with hand mixed paint I have ever seen. My house is painted Chocolate Brown (No. 77) with blinds of Seal Brown (No. 88) and is trimmed with a mixture of ¼ No. 88 with ¾ No. 77.

It has now been painted a little over six months, and the paint is as hard and glossy as when it was one week old. This Ready Mixed Paint seems impervious to water and indestructible by sunlight.

From J. G. SCHNEIDER, Belle Vernon, Pa.

I got a lot of paint from you through Mess. B. C. Schmertz & Co., last Spring; it looks elegant, could not wish anything nicer.

TESTIMONIALS.

From THOMAS H. BETTS, Cropseyville, N. Y.

I have used your "Town & Country" Ready Mixed Paint with perfect satisfaction. It covers far more surface than lead and oil, and stands the weather much better. I use it in preference to any other paint.

From IRA H. SMITH, Nicholville, St. Law. Co., N. Y

I have sold, and used, your "Town & Country" Ready Mixed Paint for two years, and it has given perfect satisfaction to all who have used it.

From E. C. WOODWARD, Byron, N. Y.

I have used your "Town & Country" Paint more or less for many years, with entire satisfaction to myself and patrons.

From M. CARSLAKE, Agt., Allentown, N. J.

I have sold "Town & Country" Paint with good satisfaction to myself, and customers are perfectly satisfied. It is the best Mixed Paint in the market. I can fully recommend it as the best Ready Mixed Paint made.

From WM. P. DODGE, Prospect, N. Y

I have used your "Town & Country" Ready Mixed Paint on my buildings and fences, and it gives me great pleasure to say that for economy, fine appearance and durability, I think it superior to any I ever used. I am painting a new Hotel with it at the present time.

TESTIMONIALS.

From DANIEL F. PATZER, E. Saginaw, Mich.

Harrison Bros. & Co's "Town & Country" Ready Mixed Paints make a better finish, and wear longer, than any mixed paint I have ever seen or used.

From A. T. PATRICK, Truxton, N. Y.

Having used largely of your "Town & Country", and also of your other Ready Mixed Paints, I recommend them as satisfactory in every respect.

From C. B. HODGE, Prospect N. Y.

I have sold "Town & Country" Ready Mixed Paint for the last three years. I sold last year about 500 gallons. I have got to hear the first complaint, on the contrary, everyone who has used it speak very highly of it.

From C. C. CHAPPELL, Bloomfield, Mich.

I would say that the Harrisons' "Town & Country" Mixed Paint No. 134, that I purchased of you and used on my house now two years since, is proving a very *superior* paint, in every respect. I applied but two coats, each package covering well all the surface represented to by you, and an examination of the work to-day does not show the least fading, spotting, chalking, cracking, or peeling off, as does most other mixed paints that are in the market, and I claim that it *has a better appearance now than when first put on.*

I would recommend its use to all who want a durable, handsome and cheap paint.

TESTIMONIALS.

From M. L. BYERS, Hagerstown, Md.

I hereby acknowledge receipt of book entitled "Town & Country House Painting." Some years ago this county was flooded with a worthless ready mixed paint, since which time it has been up hill work to sell any ready mixed. I am now making special efforts to sell "Town & Country," because I can certify personally to its value.

From H. B. ANDREWS, Vice-President and General Manager of Galveston, Harrisburg & San Antonio R. R., San Antonio, Texas.

I have used the ready mixed paint, known as "Town & Country" Ready, Mixed Paint, manufactured by Harrison Bros. & Co., and have found it suitable to the climate, retaining its color and durability. The facility with which it can be applied is a strong recommendation, particularly in this part of the country.

From FRED'K LUDLAM & CO., Oyster Bay, L. I.

Your "Town & Country" Ready Mixed Paint meets with universal satisfaction, and we consider it better than any mixed paint we have ever handled.

From W. L. MOODY, Rome, Pa.

I have used your "Town & Country" Ready Mixed Paint with entire satisfaction.

From H. J. BOSWORTH, Truxton, N. Y.

Having used your "Town & Country" Ready Mixed Paint I can recommend it as equal or superior to any in use.

TESTIMONIALS.

From MACCRACKEN & WINTER, Lancaster, Ohio.

We are working up a nice trade in your "Town & Country" Paint; everybody seems pleased with it.

From W. S. SLINGSBY, Rouses Point, N. Y.

The few orders sent you at different times came almost from one locality among the farmers. The paint, when on, seems to advertise itself—all are greatly pleased with the quality and colors.

Will place order soon for Spring consumption.

From GRISTOCK & VANDERSLICE, Collegeville, Pa.

The painters who use "Town & Country" speak highly of it, and say that it works better than any other kind they ever used.

From SAMUEL J. SEAMAN, Jericho, N. Y.

I have used the "Town & Country" Paint, both inside and out, and find it to be entirely satisfactory in every particular.

I am now painting my house with it. After trying it two years ago I find it to look as good now as the day after it was put on.

From GEO. A. LOWE, Newton, N. C.

I have tried various brands of ready mixed paint, and was compelled to drop them one by one until, fortunately, I ran across the "Town & Country" Paint, and am now satisfied that it is the best ready mixed paint on the market. I handle no other brand and don't want any other as long as I can get the "Town & Country."

TESTIMONIALS.

From G. L. JAMES, Prospect, N. Y.

Two years ago I painted my house with "Town & Country" Paint, to-day it seems just as fresh and glossy as when finished. I consider it the best Paint I ever used.

From TAYLOR & HOWELL, Pine Bush, N. Y.

From individual experience we are able to recommend "Town & Country" Ready Mixed Paint to our customers, and for the number of years that we have been engaged in its sale we have yet to hear an instance of dissatisfaction; our customers preferring it to other ready mixed paint in the market. We are pleased to observe its sale constantly increasing, as reference to our frequent orders will confirm. We consider it as staple an article as can be offered to the consumer, and a trial will be sufficient to test its merits.

From C. H. SMITH, Truxton, N. Y.

My buildings, in part, are painted with your "Town & Country" Paint, and from my experience, I would most heartily recommend it to the public as equal, or superior, to any other.

From W. WALSH, Waterville, N. Y.

I am delighted to state that the Harrison Bros. & Co's "Town & Country" Paint, bought of you within the last two years, has proved all you claim for it, and even more. For body, or spreading qualities, and beautiful finish, it stands unexcelled, so far as my knowledge extends. The paint comes up to sample, as to color; and so far as durability is a question, I believe the paint to be unequalled.

TESTIMONIALS.

From J. W. SEAVER, Byron, N. Y.

Your "Town & Country" Paint gives our customers good satisfaction.

From P. F. LEECH & CO., West Bloomfield, N. Y.

Your "Town & Country" Ready Mixed Paint is giving *splendid* satisfaction to our trade, and is the only Ready Mixed Paint that the painters in this section like to spread. They say, that it is entirely free from pulling on the brush, and that two coats will *cover as well*, and give a *better finish*, than three coats of the best lead and oil known to the trade. It takes no large amount of talking to sell the paint.

From C. D. SPRAGUE, Wadham's Mills, N. Y.

I have sold your "Town & Country" Ready Mixed Paint quite a number of years, and never, in a single instance, has there been a complaint as to the surface it spreads cracking or peeling, &c. Two years ago I bought for the Essex County Agricultural Society paint for their Building; the paint proved equal to the recommendation, and is to-day as hard and glossy as the day it was put on.

From J. L. STOKES, Westbrook, N. Y.

Your "Town & Country" Paint is a leading paint here, and in spite of all competition it is steadily gaining in favor; and in every instance that I have sold your Paint it has given universal satisfaction. I have used it on my own building, and find that it gives a better gloss and finish than any other paint in the market.

TESTIMONIALS.

From Rev. SEYMOUR BULLOCK, Prospect, N. Y.

My house was painted two years ago with "Town & Country" Ready Mixed Paint, and it seems just as good to-day as the day it was painted. I consider it the best paint I ever used.

From GRIFFIN BROS., Halcottville, Del. Co., N. Y.

Since we have been dealing in your "Town & Country" Ready Mixed Paint it has sold beyond all expectation, and has given universal satisfaction. Its beautiful finish, together with the perfect water-proof cement-like firmness with which it adheres to the work, makes it a very desirable and lasting paint. We consider it equal to any paint manufactured.

From SEYFFARDT & WALZ, East Saginaw, Mich.

In regard to your "Town & Country" Ready Mixed Paint, we find it to do better work than any other paint sold in this city; we have sold it ever since we went into business; our Mr. Seyffardt used it on three houses and it has stood better than neighboring houses that have been painted only about one-half the time Mr. Seyffardt's houses have been painted.

From R. P. WILLIAMS, Hudson, Ohio.

Your "Town & Country" Ready Mixed Paint is giving universal satisfaction, the painters who have used it say it is easily put on and covers well. It is the only ready mixed paint I ever handled that suits the painters, and families that do their own painting are highly pleased with it.

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ON

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A portfolio of magnificent plates will be issued to dealers in "Town and Country" paints in the early part of 1885, which will show the finest examples of painting, and serve as a guide to all who wish to use Harrisons' "Town and Country" ready mixed paints.

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